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The SBA will recognize the Massachusetts Small Business Week 2006 award winners at a small business luncheon hosted by the Affiliated Chambers of Commerce of Greater Springfield, Inc. at the Sheraton Springfield, One Monarch Place, Springfield, MA 01144 on Monday, June 12, 2006 from 12 – 2 p.m. A complete list of winners can be found on page 4. In last month's issue we featured Kija Kim, president and CEO of Harvard Design and Mapping Co., Inc., the state Small Business Person of the Year and Edward M. Harrington, our Veterans Small Business Champion. This month our featured winners are as follows:

### 2006 Jeffrey A. Butland Family-Owned Business Grynn & Barrett Studios, Holyoke, MA



*Left to right: Chris, Dan, Larry and Marc Grenier*

R. Robert Grenier and Duke Ducharme established The Greniers Studio in Holyoke in 1948. The studio grew steadily throughout the 1950's and 60's with wedding, family portraiture, children and high school senior photography. In 1971 Bob Grenier's son, Larry, was the first of the second generation to join his father in the business. Marc Grenier came on board in 1976, Dan in 1979, and Chris, the fourth son, joined in 1980. The '80's saw a tremendous surge of growth and the need to separate the business into branches: a high school senior department, an undergrad department, and a sports department.

In the late 1990s Greniers' market was shifting, competition was getting stiff and digital photography was making an impact on the industry. Company president and CEO Larry Grenier enrolled in the NxLevel training course offered by the Massachusetts Small Business Development Center Network. Grenier credits this course and the SBDC's ongoing counseling services with helping the company develop successful growth, marketing, pricing and financial strategies.

(continued on page 2)

## **SBA's READY – SET – GO**

### **Community Workshops**

Learn about SBA's programs & services.

**6/1: New Bedford**  
Economic  
Development, 9 – 11:30  
a.m. Call 508-991-3122.

**6/8: Quincy Career**  
Center, 1- 3 p.m. Call  
617-745-4000.

**6/21: CareerWorks,**  
**Brockton,** 2 – 4 p.m.  
Call 508-513-3400.

**6/22: Plymouth Career**  
Center, 10 a.m. – 12  
noon. Call 508-732-  
5399 to register.

**5/30 & 6/27: O'Neill**  
Federal Building,  
**Boston,** 10 – 11:30 a.m.  
Contact Anna  
Outerbridge at 617-565-  
8510.

### **Overview of SBA's 8(a) Business Development Program**

**5/31 & 6/28:** 10 – 11  
a.m. Socially and  
economically  
disadvantaged firms can  
learn about 8(a)  
program benefits and  
application procedures,  
how to gain preference  
for federal contracts,  
access sole source  
contract, and how to  
become certified.  
Contact Anna  
Outerbridge at 617-565-  
8510 to register.

## **Grynn & Barrett Studios – SBA's Family-Owned Business** (cont'd from page 1)

In 1991, ownership was officially transferred to the second generation, a requirement for this SBA award, and the company has grown since that time. A full-time staff of thirty is maintained, with expansion to over a hundred or more during the busiest times of the year. The Greniers are blessed with a core group of loyal employees, which still includes their mother and father! Recently, in a clever play on words, the company was renamed Grynn & Barrett Studios.

## **Massachusetts 2006 Small Business Exporter of the Year**

**Wayne Canty**, president and CEO of Heat Trace Products Co., Inc., a self-regulating heater manufacturer, purchased an operating unit of Rockbestos-Suprenant Cable Company, a division of the \$5.8 billion Marmon Group in 2004 with an SBA guaranteed loan from Massachusetts Business Development Corp. and a line of credit from Eastern Bank. Canty, who was general manager of the division, retained the unit's manufacturing and marketing employees, who agreed to work at the newly formed company and has since hired six new employees raising the employee count to 22. Heat Trace moved from Clinton to Leominster in late 2005.

Heat Trace Products is one of four self-regulating heater manufacturers in the world. The company makes products that conduct electrical current through a cable in order to keep certain locations at an even temperature. Applications range from petrochemical facilities to the cable homeowners use to prevent ice damming on roofs. Heat Trace has targeted the petrochemical industry in emerging markets overseas where they were not overshadowed by the name recognition of their largest competitor. The CIS countries (former Soviet Union) have embraced this product as have customers in China, Japan, Canada, Sweden, Denmark, Czech Republic, Germany, Austria, Belgium, Brazil and France. Last summer, Canty consulted with the staff at the Massachusetts Small Business Development Center's Export Center for advice on a \$3 million contract with a Russian customer and continues to seek their advice on an ongoing basis.



*Wayne Canty*

## **Massachusetts & New England Financial Services Champion**

**Chris Sikes** founded the **Western Massachusetts Enterprise Fund** along with the local banking community, community development corporations, and other community leaders.

WMEF, which made its first loan in 1989, began as a loan fund with loan capital of \$50,000, five CDC members, and the ability to make microenterprise loans of up to \$5,000. Today they are a fund of \$2.5 million, with thirteen member CDCs and provide loans of varying size. Through all their growth they have remained constant in their dedication to microenterprise and small business development, and in their dedication to creating a higher quality of life in the communities of Western Massachusetts.

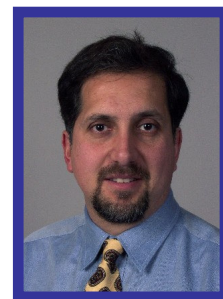
In July of 2005, the fund's 15<sup>th</sup> anniversary year, WMEF surpassed \$5 million in cumulative financing to small businesses. Also, for the first time in their history, more than half of FY05 loans involved leveraging additional funds in deals that involved banks and other lenders that could not have moved forward without WMEF's participation. WMEF became an SBA microlender in the program's first year.



*Christopher Sikes*

## **Massachusetts 2006 Small Business Journalist**

William Freebairn was born and raised in Ithaca, NY, where he was involved in student journalism from an early age. He received a Bachelor's degree in history from Yale University, where he was also an editor at the *Yale Daily News*. In 1987, Freebairn joined the staff of the *Springfield Morning Union* and *Sunday Republican*, a daily newspaper in Springfield, Mass. He covered municipal government, education and the region's Latino community for the Union and its successor, the Union-News. Since 2000, he has been a business reporter for *The Republican*, the successor to Union-News. In that capacity, Freebairn has covered businesses located in the Pioneer Valley of Massachusetts, with a special emphasis on manufacturing and technology companies.



*William Freebairn*

## IMPORTANT MEETING

### Special Partners Meeting on June 12, 2006

Make sure to register for this meeting which will be held at the Sheraton Springfield on Monday, June 12, 2006 from 9:30 – 11:30 a.m. (Networking from 9 – 9:30 a.m.).

Guest speakers:  
James W. Hammersley, Director of SBA's Office of Loan Programs in Washington and Linda Rusche, Chief, SBA PLP Review Branch in Kansas City

Both will speak about important program updates.

To register, call Anna Outerbridge at 617-565-8510 by June 8.

SBA Small Business Week 2006 awards' presentations to follow at small business recognition luncheon hosted by the Affiliated Chambers of Commerce of Greater Springfield. To register for luncheon, call: (413) 787-1555.

## SBA Administrator Appoints Louis Celli to Advisory Committee

SBA Administrator Hector V. Barreto appointed Billerica's Louis J. Celli, Jr. to a three-year term on SBA's Advisory Committee on Veterans Business Affairs. Celli is well-known in Massachusetts for his dedication to veterans' issues. He was the Massachusetts and New England Veteran Services Champion in 2005.

This committee plays a unique role in advising Agency officials about vital issues affecting veteran-owned small businesses throughout the country. SBA's success depends significantly on the contributions of the dedicated business leaders and concerned citizens who serve on our advisory boards.

SBA partners with the Massachusetts Small Business Development Center Network and SCORE to offer training and counseling to veterans and others. Both organizations have offices throughout the Commonwealth. To find the location nearest you, go to [www.sba.gov/ma](http://www.sba.gov/ma) and click on "Counseling and Training Resources".



## Meet Cape Cod SCORE's David Anderson

The Cape Cod SCORE chapter recently nominated David Anderson, one of their most active and long standing counselors, for one of SCORE's top national awards, the Platinum Leadership Award. Anderson has been a SCORE leader for 22 years and during his tenure, has logged many accomplishments, some of which include: Chapter Chair 1988, eight years as treasurer, authored the *Handbook for Small Business* counseled more than 2,000 clients in individual counseling sessions, developed special seminars around current business changes, and was instrumental in expanding SCORE services to Nantucket and Martha's Vineyard.

Anderson received his PhD in Chemical Engineering from the University of Massachusetts. His career included Director of Research for Heinz, Max Factor, and Borden Chemical. David continues to be active in the Alumni Association of U Mass.

## Fair Enforcement Hearing in Boston on July 14, 2006

Small-business owners, community leaders and representatives of trade associations concerned about excessive enforcement of federal rules can voice their complaints at a U.S. Small Business Administration Regulatory Fairness Board hearing in Boston on July 14, 2006.

Members of SBA's Region I Regulatory Fairness Board and representatives of federal regulatory agencies will hear comments and complaints about regulatory enforcement and compliance.

Comments and complaints presented during the hearing will be directed to the appropriate federal regulatory agency. This information will also be shared with federal officials in the Ombudsman's annual report to Congress, and with managers of federal regulatory agencies to assist them with their enforcement actions. Comments and concerns about federal enforcement actions can be addressed directly to SBA's Office of the National Ombudsman at 1-888-734-3247. For more information about the national ombudsman and this hearing, go to the National Ombudsman's Web site at [www.sba.gov/ombudsman](http://www.sba.gov/ombudsman) or call Joan Trudell at 617-565-5572.



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**MASSACHUSETTS SMALL BUSINESS PERSON OF THE YEAR**

Kija Kim

President & CEO

Harvard Design & Mapping, Co., Inc., Cambridge

**Financial Services Champion**

**Massachusetts & New England Winner**

Christopher Sikes, Executive Director  
Western Massachusetts Enterprise Fund  
Greenfield

**Minority Small Business Champion**

**Massachusetts & New England winner**

Aimee Munnings, CEO & Founder  
New England Black Chamber of Commerce  
Springfield

**Small Business Exporter**

Wayne A. Canty, President  
Heat Trace Products, LLC, Leominster

**Small Business Journalist**

Business Reporter, *The Republican*  
Springfield

**Veteran Small Business Champion**

**Massachusetts & New England winner**

Edward M. Harrington, CEO  
The Task Force, Inc.  
Lexington

**Jeffrey A. Butland Family-  
Owned Business**

The Grenier Family  
Grynn & Barrett Studios  
Holyoke

**Young Entrepreneurs**

Andrew & Erik Jensen, Owners  
JX2 Productions, Inc., Springfield

**Home-Based Business Champion**

Jo Polando Goodwin, Founding Member  
Homebased Business Network, Inc.

**Women in Business Champion**

Sally Cerasuolo-O'Rourke & Natalie Timmons  
Co-founders

Winning Opportunities for Women Committee  
Haverhill Chamber of Commerce, Haverhill

*SBA will honor its 2006 small business and small business champion award winners at a small business recognition luncheon hosted by the Affiliated Chambers of Commerce of Greater Springfield, Inc., at the Sheraton Springfield on Monday, June 12, 2006. To make reservations call: 413-787-1555.*

**BankFive Hosts Luncheon to Mark Selection as SBA's #1 Lender to Women-owned Businesses in Massachusetts in 2005**

BankFive hosted a women's luncheon on Monday, May 1, 2006, in Fall River in recognition of their selection as #1 SBA lender to women-owned businesses in Massachusetts in 2005. (SBA calculated the winner of this Award by limiting to lenders which made ten or more SBA loans during SBA's fiscal year and then calculated the number of loans to women as a percentage of total loans.) SBA and other organizations including the Fall River Office of Economic Development, the New Bedford Economic Development Council, SEED Corp. and the Small Business Development Center attended. Shirley Singleton, CEO of Edgewater Technology, was the guest speaker. Shirley's presentation addressed periods of remarkable prosperity, success, and perseverance in her career.



*Left to right: Joan Medeiros, Vice President, BankFive, Thomas Lyons, BankFive President, Shirley Singleton, CEO*